

1 GOVERNMENT OF THE DISTRICT OF COLUMBIA
2 ALCOHOLIC BEVERAGE REGULATION ADMINISTRATION
3 ALCOHOLIC BEVERAGE CONTROL BOARD

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6 IN THE MATTER OF: :

7 Applicant: Dustin Mantell :

8 Date of Event: October 29, 2016:

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9 Event: PubCrawls.com :
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10  Pre-Halloween Pub Crawl      :
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11  Neighborhood:  Multiple Licens:

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12 Size of Event: 1000-1500 :

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14 Wednesday, July 13, 2016

16 Whereupon, the above-referenced matter
17 came on for hearing at the Alcoholic Beverage
18 Control Board, Reeves Center, 2000 14th Street,
19 N.W., Suite 400S, Washington, D.C. 20009.

1 BOARD MEMBERS PRESENT

2 NICK ALBERTI, BOARD MEMBER

3 RUTHANNE MILLER, BOARD MEMBER

4 JAMES SHORT, BOARD MEMBER

5 MIKE SILVERSTEIN, BOARD MEMBER

6

7 ALSO PRESENT:

8 MARK BRASHEARS

9 TASHA CULLINGS

10 DUSTIN MANTELL

11

1 P R O C E E D I N G S

2 FACT FINDING HEARING

3 CHAIRPERSON ANDERSON: All right, we now
4 move to -- we have a pub crawl Fact Finding
5 Hearing for Dustin Mantell. It's a pre-Halloween
6 pub crawl, date October 29, 2016. Will the
7 parties please approach and identify themselves
8 for the record? Starting with the investigator.

9 MS. CULLINGS: Tasha Cullings, investigator
10 with ABRA.

11 MR. BRASHEARS: Mark Brashears, investigator
12 with ABRA.

13 CHAIRPERSON ANDERSON: Good morning.

14 MR. MANTELL: Good morning Board, Dunstin
15 Mantell, PubCrawls. Com.

16 CHAIRPERSON ANDERSON: Good morning, Mr.
17 Mantell. You're the guy from New York.

18 MR. MANTELL: I am.

19 CHAIRPERSON ANDERSON: All right. I didn't
20 recognize the name but then I recognized the
21 face. Who is going to present from the
22 investigators?

1 MR. BRASHEARS: I will, sir.

2 CHAIRPERSON ANDERSON: Go ahead, Mr.
3 Brashears.

4 MR. BRASHEARS: Sir, we reviewed the
5 establishments that would be participating in the
6 proposed pub crawl. We found no issues with
7 those. I spoke with the gentleman putting forth
8 the pub crawl application. At this point it is
9 somewhat incomplete. There are still a lot of
10 questions that need to be answered, but at this
11 time there's really nothing more that I can add,
12 sir.

13 CHAIRPERSON ANDERSON: Okay. All right, Mr.
14 Mantell, tell us about the pub crawl, tell us
15 about -- give us some background on yourself.
16 I'm not sure if you've been approved by ABRA as
17 yet for a pub crawl in D.C., so tell us about
18 your history and why is it that we should provide
19 this -- we should authorize this pub crawl.

20 MR. MANTELL: Sure. As I was saying, my name
21 is Dustin Mantell. I am from New York. It's
22 nice to see you again. I own about 1200

1 different, unique web sites that range from
2 pubcrawls.com to julyfourth.com. We produce pub
3 crawls, New Year's Eve events, July 4th events
4 all over the country. I'm happy to provide you
5 with a letter of recommendation from our current
6 existing clients across the country so you can
7 see a little bit about some of the events that
8 we've produced. The reason why I'm here today is
9 because I'm coming for your approval to do a pre-
10 Halloween pub crawl on Saturday, October 29th. I
11 started to put together an application, I'm here
12 pretty early for an October 29th pub crawl to
13 ensure that it's 110% compliant and meets your
14 requirements in order for a safe and enjoyable
15 atmosphere for our guests. So, I've sent in the
16 list of venues to ABRA to approve so that we can
17 start contact.

18 I've already reached out to Blue Line
19 Security Services in securing our pub crawl and
20 they are ready to put together a security plan as
21 soon as I have the list of the venues that will
22 be participating. I've reached out to DPW, the

1 bid, it's the Elway Litter Removal Services in
2 regards to getting rid of the litter six hours
3 after the event. I am pretty confident after
4 reading the material that you'd sent me that we
5 will be able to: A) meet your litter
6 requirements and exceed your expectations on that
7 and B) provide a safe atmosphere that curbs
8 underage drinking and that's pretty much the
9 basis of it.

10 CHAIRPERSON ANDERSON: Let me ask the
11 questions that -- and I think you were here when
12 there was a fact finding hearing on -- and I
13 cannot believe I'm saying this -- on the
14 Halloween fiasco last year and I think you
15 participated in that pub crawl but you were not
16 an approved vendor, I think, at that time. So,
17 what is it that you have to say today regarding
18 this issue?

19 MR. MANTELL: I'm here today to be 110%
20 compliant, to provide a safe atmosphere for all
21 the guests, to ensure that the neighborhood is
22 clean after the event, to ensure whatever

1 happened past Halloween never happens again.

2 CHAIRPERSON ANDERSON: Questions by Board
3 members? Yes, Mr. Alberti.

4 MR. ALBERTI: Mr. Mantell, so if I understand
5 you correctly you do these -- you produce pub
6 crawls all over the country, right?

7 MR. MANTELL: Correct.

8 MR. ALBERTI: So, you're a pretty large
9 organization I would imagine. How large is your
10 organization?

11 MR. MANTELL: Well, we have about 11 full
12 time employees in our office in New York and that
13 tis the extent of our operation.

14 MR. ALBERTI: Okay. So, tell me a little bit
15 how this works. I mean, you're doing them in
16 D.C., you're doing them in New York. What other
17 cities do you do them in?

18 MR. MANTELL: Chicago, Miami, San Fran, San
19 Diego, Boston, all over.

20 MR. ALBERTI: All over the country, all the
21 major cities? How does it -- how do you work to
22 manage -- give me a sense of your -- the design

1 of your business, your business model, that
2 allows you to manage these things all over the
3 country, you know, you're in New York but you're
4 managing in San Francisco, and you may have more
5 than one in a day, so tell me how that works.

6 MR. MANTELL: Sure. So, generally speaking
7 in certain cities like San Francisco, Miami,
8 Boston, we have a local partner there that will
9 handle the staffing and the Board approvals of
10 DB. In Washington, D.C., we don't have that
11 option so what we do have is myself coming before
12 the Board and we'll have a sales manager from our
13 office be at the event on the day of, and any
14 sort of planning they'll be involved in the step
15 by step.

16 MR. ALBERTI: So, where are you hiring? I
17 mean, who are you employing? Are these people
18 coming down from New York, or you're hiring local
19 people?

20 MR. MANTELL: Our company representatives
21 will be from New York and we'll also have --

22 MR. ALBERTI: One of them. One company

1 representative, you just told me that.

2 MR. MANTELL: One company representative and
3 then we will also have local D.C. people as well.

4 MR. ALBERTI: Will you employ a company?
5 Will you go out and hire them individually? I
6 mean, how's that going to work?

7 MR. MANTELL: It's possible that we may --

8 MR. ALBERTI: I'm searching for a little bit
9 more detail so I feel comfortable because this
10 may be not the right way, but you're doing this
11 remotely.

12 MR. MANTELL: Sure. So, we will have a
13 company representative on site. That company
14 representative will be responsible prior to
15 training the event staff and generally what we've
16 done in other cities, we worked with Robert Half
17 and Associates and they provided us with event
18 staff and which we do trainings with them prior
19 to the events. They understand what's going on.

20 MR. ALBERTI: Who's Robert's Half -- is he
21 local?

22 MR. MANTELL: It's a company.

1 MR. ALBERTI: And --

2 MR. MANTELL: They're nationwide, they're all
3 over the country, they are a staffing agency.

4 MR. ALBERTI: They're a staffing agency.

5 MR. SILVERSTEIN: Robert Half?

6 MR. MANTELL: Yeah.

7 MR. SILVERSTEIN: H-A-L-F?

8 MR. MANTELL: H-A-L-F, correct.

9 MR. ALBERTI: So, they have a branch here I
10 assume?

11 MR. MANTELL: Yes.

12 MR. ALBERTI: Okay. So, they will be doing
13 the staffing?

14 MR. MANTELL: As of right now. I haven't
15 gotten that far but more likely yes.

16 MR. ALBERTI: Okay, so that's your idea is to
17 hire a --

18 MR. MANTELL: A staffing --

19 MR. ALBERTI: -- to contract with the
20 staffing company here to hire staff, okay. Now,
21 who trains them?

22 MR. MANTELL: The training will be done by

1 our staff in New York, that they will come down
2 here for the day, they will spend time with the
3 staff, they'll go over all the different type of
4 scenarios, they'll be given a manual before the
5 training starts to review. At the end of the
6 training session we give them tests to take to
7 ensure that they understand every possible
8 scenario that can come up.

9 MR. ALBERTI: Okay, so your staff will train
10 the temporary staff.

11 MR. MANTELL: Correct. And then in addition
12 if there's any other questions that happen on the
13 day of, we have a company representative that
14 will be here on site as well.

15 MR. ALBERTI: So in that level of management
16 is there anyone else sort of with the level of
17 responsibility on the day of besides your
18 representative from New York? I mean, because
19 usually it takes more than one -- you know,
20 you're managing an event for 1500 people with all
21 of these numerous bars, you know, I've never done
22 this --

1 MR. MANTELL: Sure.

2 MR. ALBERTI: -- but I've watched a lot of
3 other pub crawl producers plan this, and usually
4 they have more than one person who they have
5 confidence in who can manage, is experienced with
6 them, you know -- who is experienced with the
7 company who helps to manage this and it seems
8 like you've got like all of these people who
9 you're hiring for one day and only one manager.
10 Is that what I'm getting?

11 MR. MANTELL: I'm okay with hiring more event
12 -- sending more managers here of that caliber to
13 under -- you know, to help navigate through this.
14 Generally, I would send somebody that's super
15 experienced, that's been with me for six plus
16 years, that understands pretty much all the
17 different scenarios that can take place.

18 MR. ALBERTI: Okay. I will tell you that I'm
19 not going to tell you what to do but I'm going to
20 be watching that very carefully to see how it
21 works for you.

22 MR. MANTELL: Understood.

1 MR. ALBERTI: All right? Now, so is there a
2 fee to -- other questions -- is there a fee to
3 participate?

4 MR. MANTELL: Of course.

5 MR. ALBERTI: Okay and what do I get for my
6 fee?

7 MR. MANTELL: It will be \$10 to \$20 a ticket
8 price that will get you admission into the
9 participating venues and the venues can offer
10 whatever specials they would like.

11 MR. ALBERTI: Okay. So, does that mean that
12 if there's a cover charge, I don't have to pay
13 the cover charge?

14 MR. MANTELL: Correct, it would bypass the
15 cover charge.

16 MR. ALBERTI: Okay. I will warn you that
17 we've had other people sort of skirt the desired
18 policy I will say by having the establishments
19 allow people in after the end of the pub crawl
20 without paying the cover charge. I will tell you
21 that all of your benefits from your pub crawl
22 have to end at 11:00 p.m. and you make sure that

1 your participating venues understand that. So,
2 if someone shows up at 11:30 and they have one of
3 your wristbands -- are you going to have
4 wristbands?

5 MR. MANTELL: Yeah, I will have two different
6 types of wristbands.

7 MR. ALBERTI: All right.

8 MR. MANTELL: The first type of the wristband
9 will distinguish that they are obviously 21 years
10 of age or older and the second type of wristband
11 will be for the designated driver so they are
12 easily identifiable.

13 MR. ALBERTI: So, if they show up at 11:30
14 they're going to pay -

15 MR. MANTELL: It's over.

16 MR. ALBERTI: It's over and they're paying a
17 cover charge.

18 MR. MANTELL: Correct. And we can put that
19 on all marketing material and all the language
20 right then, we send it to ABRA for approval.

21 MR. ALBERTI: Because we don't want this
22 thing continuing past the end of the pub crawl,

1 that's gotten some people -- that's created
2 problems in the past, all right?

3 MR. MANTELL: I understand. One more thing,
4 Mr. Alberti?

5 MR. ALBERTI: Sure.

6 MR. MANTELL: I'm not here to cause any
7 issues for you, I intend to be in 110% compliance
8 and if you tell me it's over at 11:00 --

9 MR. ALBERTI: I'm not suggesting you are, I'm
10 just making sure that you understand what we
11 expect of you, all right?

12 MR. MANTELL: For sure.

13 MR. ALBERTI: And that's trying to be fair to
14 you.

15 MR. MANTELL: Mm hmm.

16 MR. ALBERTI: Because you don't want to cross
17 the line. You don't want to make mistakes and
18 then have to either come apologize to us or not
19 get it in the future, so I just want to make it
20 very clear what our expectations are.

21 MR. MANTELL: I understand.

22 MR. ALBERTI: That's all. And we will be

1 looking at -- you're gonna have -- I think within
2 60 days of this event you're going to have a
3 litter plan?

4 MR. MANTELL: Yes, sir.

5 MR. ALBERTI: Okay, great, thank you.

6 MR. MANTELL: No worries.

7 CHAIRPERSON ANDERSON: Ms. Miller?

8 MS. MILLER: Thank you. Welcome. I have
9 just a few questions. I just want to go back
10 just a little bit to understand where you're
11 coming from and --

12 CHAIRPERSON ANDERSON: Ms. Miller, turn your
13 --

14 MS. MILLER: I guess the problem you had last
15 year was that you weren't registered?

16 MR. MANTELL: Correct.

17 MS. MILLER: How did that happen?

18 MR. MANTELL: We didn't do our due diligence
19 and we were not ABRA approved for a Halloween pub
20 crawl.

21 MS. MILLER: You didn't know you had to
22 basically -- ?

1 MR. MANTELL: Correct.

2 MS. MILLER: When you -- and I'm not trying
3 to -- you know -- I just want to understand and
4 go forward, but -- you know -- other cities that
5 you do this in, you do it in a lot of other
6 cities? Is it that in some you have to be
7 registered and in others you don't?

8 MR. MANTELL: Yes, that is correct. In
9 certain cities we do have to be registered.

10 MS. MILLER: Okay. Then, this is something
11 that I'm very interested in. How did you come up
12 with 1500 as being a safe, reasonable number?

13 MR. MANTELL: Based upon the hearing -- I was
14 here in the previous fact finding, MPD suggested
15 that a good comfortable number for these pub
16 crawls should not exceed 2000. As being someone
17 new here I wanted to make sure that I was going
18 to be -- that it would be easy -- it would be
19 safe, and so I figured 1500 is a safe number if I
20 could reach that in terms of sales, but 1500 is a
21 good number and it's comfortable for everybody so
22 I think it's easy.

1 MS. MILLER: So you just did it based in
2 general, what you heard at that hearing, so it's
3 not like you checked out the establishments to
4 see what their capacity was.

5 MR. MANTELL: I walked through the capacity -
6 - those venues specifically and I've seen what
7 they hold and it also depends on the flow and
8 where the venues start. I haven't reached out to
9 any venues because I wanted to ensure that before
10 I reached out to the venues that they are ABRA
11 accredited venues. Now that I know that, you
12 know, which venues are approved, the next steps
13 are I can map out a proper capacity for this
14 whole thing based upon the venues and put
15 together a plan and show you, hey, listen, maybe
16 it's not 1500, maybe it's only 1300 that's the
17 right actual number.

18 MS. MILLER: Okay, right, so you're still in
19 process, right?

20 MR. MANTELL: Right.

21 MS. MILLER: And that's part of the reason
22 we're having this dialogue.

1 MR. MANTELL: Correct.

2 MS. MILLER: Are you aware that there are
3 other companies that have applied for a pub crawl
4 that same day?

5 MR. MANTELL: I'm not.

6 MS. MILLER: Okay. And I'm not sure if
7 they're in the same area or not, that would be a
8 factor. But that is something that we have to
9 look at and you might consider as well in your
10 numbers if you get the information as to who that
11 is and everything, so I think part of this
12 process is also working with the investigators
13 because you come before us maybe once or twice
14 but the investigators are there. Have you
15 contacted the investigators?

16 MR. MANTELL: I have the contact information
17 now so I'll be in contact moving forward
18 throughout the process of submitting the litter
19 plan, security plan, any question that I have if
20 the venues are accredited or not, I'll be sure to
21 go to the investigators.

22 MS. MILLER: Okay, good, because I'm sure

1 they could be very helpful.

2 MR. MANTELL: Definitely.

3 MS. MILLER: I also share a little bit of
4 concern about your having enough local contact
5 here when you're making your decisions. For
6 instance, I think different cities -- there have
7 to be differences between different cities even
8 though they're basically some general rules for
9 pub crawls.

10 MR. MANTELL: Right.

11 MS. MILLER: Okay. So, I would think that
12 you would need somebody, maybe you do, I didn't
13 totally understand that is making contact with
14 once you get to the point of all the
15 establishments?

16 MR. MANTELL: Correct. So, generally what we
17 do is the day prior our local representative
18 comes from New York and will go to all the
19 venues, introduce himself, go over the logistical
20 plan for the following day.

21 MS. MILLER: Okay, but what about, you're
22 well in advance now, so you have time, you know,

1 to make this work really well, but, I mean, for
2 instance wouldn't you think that you would need
3 to contact the establishments further in advance
4 to coordinate, you know, what the security is,
5 what the rules are, and who the person is that
6 they're going to be interfacing with.

7 MR. MANTELL: Definitely, and I will be the
8 one who will be irresponsible for that. I didn't
9 reach out to any of the venues yet at this point
10 because I didn't want to jump the gun and start
11 reaching out to these venues without finding out
12 if they were approved or not.

13 MS. MILLER: Right, right.

14 MR. MANTELL: Now that we know that they're
15 approved, I'm happy to provide you with a
16 detailed plan of my staffing plan, anything that
17 gives you more peace of mind to know that I'm
18 going to put on a well-executed event so that you
19 know you're in good hands with me.

20 MS. MILLER: I think it would be good -- I
21 think it's great that you're being this hands-on
22 you know, and from New York, but I also think it

1 would be important to have the person who's here
2 have a relationship and understanding with the
3 establishments ahead of time.

4 MR. MANTELL: Sure.

5 MS. MILLER: Even with things like what the
6 public transportation options are here, something
7 you're not understand like the metro or wherever,
8 maybe you can learn that from New York but it
9 seems like I'd feel more comfortable, I guess, if
10 there was a person here as well, you know.

11 MR. MANTELL: No problem.

12 MS. MILLER: A person who's going to be here.

13 MR. MANTELL: If you give me some time, I
14 will figure that out and I will resubmit and
15 include that in my additional summary to the
16 investigators and I'm sure you'll look at it.

17 MS. MILLER: Okay, and I mean a liaison with
18 the bid person or I mean all that's kind of
19 pretty like local, personal --

20 MR. MANTELL: Yeah.

21 MS. MILLER: Okay, I think that's all I have
22 for now, thank you very much.

1 CHAIRPERSON ANDERSON: Mr. Short?

2 MR. SHORT: Good morning, still, Mr. Mantell.
3 Your application says [inaudible 47:53] and
4 Chinatown?

5 MR. MANTELL: Yeah.

6 MR. SHORT: How close are those locations?

7 MR. MANTELL: Not too far from each other.
8 There are some venues that I looked at that
9 didn't look too far in that area.

10 MR. SHORT: Do you realize when you do your
11 litter plan you have to clean between those two
12 neighborhoods?

13 MR. MANTELL: Both sides of the street.
14 Correct.

15 MR. SHORT: Completely between those two
16 neighborhoods?

17 MR. MANTELL: Correct.

18 MR. SHORT: And you don't know the distance
19 between them?

20 MR. MANTELL: I don't know the exact mileage
21 or the distance between them.

22 MR. SHORT: So your litter plan would include

1 those, if it's miles, your litter plan would
2 include cleaning those miles?

3 MR. MANTELL: Yes, whatever is in the
4 distance it will cover both sides of the street
5 and throughout the venues if that's what it was.
6 I don't anticipate --

7 MR. SHORT: That's not my question. Both
8 sides of the street in one neighborhood is one
9 thing, but the streets that connect the
10 neighborhoods, because people will walk between
11 the neighborhoods. Does your litter plan address
12 that?

13 MR. MANTELL: It will address -- it will
14 address that, correct, if that is the case on
15 that.

16 MR. SHORT: Because when your litter plan
17 comes in if it doesn't you know, you're going to
18 have problems so you better start working on
19 that, the earlier the better.

20 MR. MANTELL: Yes.

21 MR. SHORT: How many years has your business
22 been -- how many years have you been doing pub

1 crawls?

2 MR. MANTELL: About ten years.

3 MR. SHORT: About ten years.

4 MR. MANTELL: Ten years.

5 MR. SHORT: And so last year was your first
6 time ever doing business in Washington in ten
7 years?

8 MR. MANTELL: We've done different types of
9 events in D.C. before. We did a New Year's Eve
10 party a few years back. We've done -- I'm trying
11 to think - we've done a Halloween party at Lucky
12 Strike years ago.

13 MR. SHORT: I guess my question that's in my
14 mind is the kind of thing, you've been in
15 business 10 years, you've been coming in and out
16 of Washington, D.C. but last year you decided to
17 have a pub crawl and just have it. Is that what
18 I'm hearing?

19 MR. MANTELL: Well, we tried -- I wanted to
20 do more pub crawls, I mean that's generally my
21 marketing key, my business is: A) I start off
22 with something simple --

1 MR. SHORT: There's a difference. Are you
2 talking about legal or illegal pub crawls?

3 I'm just asking because you've been in
4 business for ten years so what is the difference
5 between an illegal and a legal pub crawl in New
6 York.

7 MR. MANTELL: I don't know what an illegal
8 pub crawl in New York is.

9 MR. SHORT: Well, let me ask you a question.
10 If you have a pub crawl in New York you get a
11 permit to do it, correct?

12 MR. MANTELL: You don't need a permit to do
13 it in New York for --

14 MR. SHORT: Just have a pub crawl any way you
15 want?

16 MR. MANTELL: Correct.

17 MR. SHORT: What about San Francisco?

18 MR. MANTELL: In San Francisco you do need
19 some Board approvals and you need to have a
20 security plan, litter plan, very similar to the
21 rules and regulations. You need to go in front
22 of their Board ahead of time to ensure that it is

1 compliant and --

2 MR. SHORT: I don't want to beat a dead horse
3 and I know a lot of Board members say we just
4 need to let [inaudible 50:30], but I'm just
5 trying to reaffirm what I know and what I think
6 I'm going to vote. You had your event here last
7 year, you've been in business for 10 years, you
8 know that in certain cities you have to have
9 permits. Did you check to see if you had to have
10 one before you had the pub crawl here?

11 MR. MANTELL: We didn't do our due diligence
12 --

13 MR. SHORT: Okay.

14 MR. MANTELL: -- and that's why --

15 MR. SHORT: I don't want to beat a dead
16 horse. How many tickets did you sell last year?

17 MR. MANTELL: I don't recall but we didn't
18 sell that many from -- you know -- based upon the
19 other events, even though we were unlicensed.
20 That is our biggest flaw on that.

21 MR. SHORT: You sat in the hearings here last
22 year and you heard the police testify and you

1 heard the citizens testify, you heard the in
2 51:07] testify and it was kind of a smudge on
3 this Board and this agency, so I'm glad you are
4 taking the time this time to consider doing it
5 the correct way. And, again, it's two different
6 neighborhoods and you might want to consider
7 having two different pub crawls.

8 MR. MANTELL: I understand.

9 MR. SHORT: Because basically what we've been
10 trying to do with people is make sure that we
11 don't have the dots connected too loosely.
12 Another plan is going to involve, again your
13 testimony to my question was connecting these
14 neighborhoods. But to solve that problem you
15 might want to have two separate pub crawl
16 applications. That way you can take care of both
17 neighborhoods appropriately and not worry about
18 the miles.

19 MR. MANTELL: Could I address you sir?

20 MR. SHORT: Okay.

21 MR. MANTELL: I'm here today -- I understand
22 where the mistakes were last year and it's a huge

1 flaw. I started working on this a lot earlier
2 this year to ensure 110% compliance.

3 MR. SHORT: Then you don't mind my questions.

4 MR. MANTELL: I don't mind your questions.
5 They're merited, and, listen, if I answer all
6 your questions I believe that it'll give you
7 peace of mind to know that you're in good hands
8 with me.

9 MR. SHORT: Thank you. Thank you for being
10 patient and answering my questions. I see
11 another Board member wants to ask and I don't
12 want to hog all the time. The bottom line is I
13 just want to be satisfied that you know the laws
14 and rules that are required here and I'd like to
15 say to you that I was very, very embarrassed for
16 you the last time you testified to the Board when
17 you said you know you have to have a license and
18 you still sold tickets illegally.

19 MR. MANTELL: Let me just address that
20 comment. At that time that we sold the tickets,
21 I didn't know until after the event that
22 investigator Puente reached out and since then

1 there has not been -- I haven't done --

2 MR. SHORT: I don't want to keep belaboring
3 it but, again, you've been in business for ten
4 years --

5 MR. MANTELL: For sure --

6 MR. SHORT: -- in a lot of major cities all
7 over the country. This is the nation's capitol
8 and you didn't realize you had to have a permit
9 here. Is that what you're telling me?

10 MR. MANTELL: Yes, sir.

11 MR. SHORT: I want to believe that, but I
12 don't. That's all I have, Mr. Chair.

13 CHAIRPERSON ANDERSON: Mr. Silverstein?

14 MR. SILVERSTEIN: Thank you, Mr. Mantell, for
15 coming. How many other events do you have
16 planned in other cities on the 29th of October,
17 or on that weekend?

18 MR. MANTELL: Between, I would say, 15 to 30.

19 MR. SILVERSTEIN: You'll be in 15 to 30
20 cities? And last year how many did you have on
21 that weekend, about?

22 MR. MANTELL: I don't recall but I can look

1 into it and let the Board know about how many
2 events we had on -- it was the 31st I would say,
3 it's probably the comparison year.

4 MR. SILVERSTEIN: What do you know about
5 Washington, D.C., and Halloween versus other
6 cities? Where do we stack up and compare in
7 terms of celebration, and what happens? The
8 demand on public safety and public service here
9 versus, say, Cleveland or Pittsburgh or
10 Minneapolis or whatever?

11 MR. MANTELL: I would say it's probably
12 comparable to San Francisco based upon the rules,
13 regulations, the litter plan, the security plan,
14 the permitting issues for the pub crawls.

15 MR. SILVERSTEIN: And what about -- well
16 you're speaking about regulations and you're
17 absolutely on point with that, but in terms of
18 the celebration and the demands that the holiday
19 celebration places on the city, its businesses,
20 whatever, how big our celebration is?

21 MR. MANTELL: I don't -- I can't compare. I
22 don't have accurate data to really give you a

1 proper answer to say how it compares with other
2 cities like Boston or Chicago.

3 MR. SILVERSTEIN: It would seem to me, and
4 this is one of my concerns, that we're up there
5 with San Francisco, New York, Key West and that
6 it's a huge, huge undertaking for the police to
7 provide public safety, it is a huge undertaking
8 for the department of public works to provide
9 sanitation. It is the kind of thing that puts
10 demands on our infrastructure that other cities
11 do not have. I'm not saying you shouldn't come
12 back here, I'm perfectly willing, but why are you
13 picking the toughest weekend of the year to come
14 back when there are others who have applied as
15 well? It's your first time back.

16 MR. MANTELL: So, I want to be here. My goal
17 is to do business here. If you don't approve me
18 for Saturday, October 29, I'll apply for a
19 different date. And if I don't get approved on
20 that one, I'll apply again. For me, I want to be
21 here, I want to do business, I want to do the
22 right business volume, that's why I'm here, and

1 so I'm willing to keep trying and to try to make
2 it work because I believe that there's a bigger
3 picture here for me, for my business, rather than
4 just pub crawls. Like I said, I also own
5 julyfourth.com in which case we produce Navy
6 piers rooftop in Chicago on July 4th, the largest
7 event there. I rent South Street Sea Port Pier
8 15 on July 4th in New York City. So, I want to
9 do these large scale events here. The best way
10 for me to break into new markets is with these
11 pub crawls.

12 MR. SILVERSTEIN: Okay. Well, we have a
13 pretty big July fourth celebration here, too, you
14 may have heard. Thank you very much. Thank you
15 for your honesty and your candor and your last
16 answer, sir. No further questions.

17 CHAIRPERSON ANDERSON: Go ahead, Mr. Alberti.

18 MR. ALBERTI: What I'm hearing is you don't
19 have contracts with the establishments yet, is
20 that correct?

21 MR. MANTELL: Correct.

22 MR. ALBERTI: Okay, great. We're sort of in

1 a transition phase so I'm not sure whether the
2 timeline is 45 or 60 days and we'll get back to
3 you and let you know that, but it's either going
4 to be 45 or 60 days prior to this pub crawl that
5 you're going to need a litter plan. And by that
6 time you're going to have to tell us who's
7 participating, okay? So, you're going to need
8 contracts by that time and I will expect you --
9 because I won't approve this without it -- a map
10 showing where the establishments are.

11 MR. MANTELL: Okay.

12 MR. ALBERTI: Now, I know where they are, I
13 know the city. But, I don't want to sit down and
14 visualize it, I could create the map but you're
15 going to do that for us, all right? So, that I
16 can measure your litter plan against that map and
17 address Mr. Short's concerns about cleaning
18 between establishments.

19 MR. MANTELL: Sure.

20 MR. ALBERTI: Are you aware that any venue --
21 any individual venue -- can only contract with
22 one pub crawl promoter for a given day?

1 MR. MANTELL: Yes, sir.

2 MR. ALBERTI: All right, so just be aware of
3 that because there's going to be competition out
4 there. I know a lot of these people are going to
5 be approached. I expect that a lot of these
6 establishments will be approached by other pub
7 crawl promoters and I say that only because
8 that's not going to be my problem. Whatever the
9 timeline is that we tell you, it's either 45 or
10 60 days, you're going to have to tell us who's in
11 the pub crawl and you're going to have to tell us
12 -- you have to have this map. Additionally, I'm
13 going to recommend to the Board that if we were
14 to approve this that we require you to send
15 whoever your representative is going to be that
16 day of the pub crawl, to have them come to D.C.
17 and have a sit-down with our investigators to
18 discuss the operation. It's great that you know
19 about it and you can discuss it with them, but
20 it's that one person tells something down the
21 line and it doesn't get translated right. So, I
22 want the person who's operating to be the person

1 who sits down with our investigators and
2 discusses this, okay?

3 MR. MANTELL: Not a problem.

4 MR. ALBERTI: Great, thank you.

5 CHAIRPERSON ANDERSON: Yes, Mr. Puente?

6 MR. PUENTE: Sir, I just wanted to clarify.
7 You know, we spoke prior to coming in before the
8 Board. One of the reasons that we didn't delve
9 too far into it is basically what we have in
10 front of us is a template with a lot of "I plan
11 to do this" and "I plan to do that". We
12 discussed quite a few issues off line and
13 basically explained to him that, you know, the
14 Board would definitely need something more
15 concrete and definitely reaching out, contacting
16 the folks before you could make a decision on it.

17 CHAIRPERSON ANDERSON: Do you have any other
18 questions by any other Board -- yes Ms. Miller?

19 MS. MILLER: Well, first I wanted to ask Mr.
20 Mantell if he has any questions for us and then
21 also whether all of you have a good idea of what
22 you need to do ahead of time, you know, by when,

1 what your next steps are? Because you didn't
2 come in for approval today.

3 MR. MANTELL: I didn't come in for approval.

4 MS. MILLER: Right.

5 MR. MANTELL: So, I think based upon my
6 conversation that I had with Ms. Jenkins and the
7 investigator, I have an idea of the direction
8 that I need to go. I've heard the Board's
9 concerns and I plan to address each one of those
10 concerns in my plan. For me, it's just -- maybe
11 it won't be for October 29th. If that's the
12 case, I don't want to rush it; I want to ensure
13 100% compliance. You're saying that there's
14 competition. Maybe I just start small and I do
15 an off weekend or something along the lines of
16 that where, you know, we have time to properly
17 plan it out and make sure that it's 110% safe.
18 My goal here is obviously I want to do business
19 here and I intend to stay compliant and produce
20 only legal pub crawls and have the support of the
21 Board.

22 MS. MILLER: Okay. So, that's what you'll be

1 thinking about, whether you're going to do it the
2 29th, whether you're going to do two pub crawls
3 or one pub crawl or --

4 MR. MANTELL: Yes.

5 MS. MILLER: -- or if you do an earlier date,
6 just be aware of your deadlines too, so you don't
7 miss that.

8 MR. MANTELL: Yes, absolutely. I've already
9 started the conversations with the security and
10 DPW and the [inaudible 1:01:16].

11 MS. MILLER: Okay, thank you.

12 CHAIRPERSON ANDERSON: Any other questions?
13 So, like you said you're not seeking approval
14 today, is that correct?

15 MR. MANTELL: I'm not seeking approval
16 today.

17 CHAIRPERSON ANDERSON: Okay. Any final
18 thoughts? All right. Thank you, sir for
19 coming.

20 MR. MANTELL: Thank you.

21 MS. MILLER: Thank you.

22 (Whereupon, the above-entitled matter was

1 concluded.)

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